

INDUSTRIAL REAL ESTATE AND APPRAISALS

HELSEL

213 PINE STREET, HARRISBURG, PENNSYLVANIA 17101 🔳 717/234-8044 FAX 717/233-3958

JAMES L. HELSEL JAMES L. HELSEL, JR.

September 1, 1992

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MAIL BRANCH

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Office of the Secretary
Federal Communications Commission
1919 M Street, N.W.
Washington, DC 20554

Attn: Docket Number 92-90 SE

SEP 1 8 1992

Dear Mr. Secretary:

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

It has come to my attention that the Federal Communications Commission is discussing restriction of "cold telephone calling" to potential clients and customers.

Unlike those sales tactics used by individuals selling small tangible items, real estate agents, on a whole, are professional in their approach to contacting sellers and buyers. More importantly you impede, unfairly, our ability to communicate with prospective customers or clients in a manner traditionally considered a major stepping stone in our marketing efforts.

Communication to various mediums is important to all forms of business. If the Commission determines "cold calling" to be offensive to the point where a ban becomes necessary, it seems the Commission is beginning to step beyond the bounds of its true charge.

I look forward to retaining an open dialogue with the Commission with regard to this matter. I would ask that the Commission determine this issue to be one which should remain status quo.

With kind regards, I remain

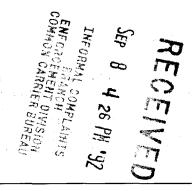
Sincerely yours,

HELSEL INC REALTORS

James L. Helsel, SIOR, CPM, CRB

President

JLH/cb



A MEMBER OF THE SEARS FINANCIAL NETWORK



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FEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

INFORMAL COMPL ENMAIL BRANCH

COMMON SARRIER BUREA COLDWELL BANKER RESIDENTIAL REAL ESTATE 849 WAUKEGAN ROAD DEERFIELD, IL 60015-3205

(708) 945-3460 BUSINESS (708) 945-8937 FAX

August 28, 1992

Office of the Secretary Federal Communications Commission 1919 M St. N.W. Washington, D.C. 20554

> RE: Telephone Consumer Protection Act of 1991; Docket No. 92-90; Adopted April 10,1992

Dear Secretary:

This is to urge you not to restrict person-to-person telephone solicitations in the regulation you are now considering.

The implementing of this act could have a substantial impact on my business. Many Realtors utilize live cold calling to farm a particular local area for prospective real estate listings. As a Realtor I work hard to establish a recognized name in my particular market and, therefore, do not engage in the use of auto dialer calls.

It my understanding that the National Association of Realtors is not aware of any consumer complaints against real estate brokers arising from local telephone marketing.

Early in a live solicitation, a consumer can indicate whether there is any interest in my service and terminate the call, and also indicate the wish to be removed from my Therefore it seems only reasonable to treat live solicitations differently from auto dial solicitations.

Sincerely,

Marry String

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FEDERAL COMMUNICATIONS COMMISS ON OFFICE OF THE SECRETARY

SEP 8 1992

MAIL BRANCH

September 3, 1992

Office of the Secretary Federal Communications Commission 1919 M. Street Washington, D.C. 20554

Attention: Docket No. 92-90

I have recently learned that the F.C.C. is considering a regulation to restrict person-to-person telephone solicitations. As a practicing professional REALTOR, such a regulation would be devastating to my personal business.

I am asking that this regulation not be imposed — at least on real estate sales persons soliciting clients and customers.

Thank you for your consideration.

Margn Jamison

Sincerely,

SEP 8 4 26 PH '92

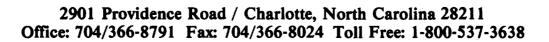
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INFORMAL COMPLAINTS

ENFORCEMENT DIVISION

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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SEP 8 1992

September 3, 1992 MAIL BRANCH

Office of the Secretary Federal Communications Commission 1919 M. Street Washington, D.C. 20554

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Sincerely,

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